

# Supporting Small Businesses:

## FY2020 PERFORMANCE

U.S. small businesses play a critically important role in creating and supporting American jobs. EXIM provides export finance solutions to these businesses, particularly companies with fewer than 100 employees or those that have been traditionally underserved, such as minority-owned and woman-owned companies. To do this, EXIM offers two primary products: Working Capital Guarantees and Export Credit Insurance.

### In FY20, Office of Small Business Performance:



**88.6%**  
of *all* EXIM transactions  
benefited small businesses

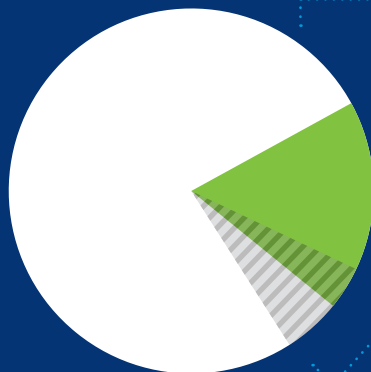


**\$2.08B**  
in authorizations



**38.6%**  
of *all* EXIM authorizations

### FY20, Small Business Authorizations Breakdown:



Export Credit Insurance:  
**\$1.553B in authorizations**



Working Capital Guarantee:  
**\$391.5M in authorizations**



Minority- & Women-Owned Businesses  
**account for \$303.7M authorizations**  
*(across both programs)*

*Success Story:*

## DemeTECH

*Miami Lakes, FL*

75 Employees  
Minority-Owned

"The financial crisis left banks with little appetite to extend loans for domestic business, much less international. If you're a small company, you can't compete internationally without EXIM insurance."

- Luis Arguello, *President*

### Highlights:



**95%** of yearly sales (*more than \$10M*) comes from exports to **100 countries**



Revenues grew **400%** between **2009** and **2017**



Export Credit Insurance gave DemeTECH the capacity to **offer credit terms** to distributors and grow the business

*Success Story:*

## DecoArt Inc.

*Standford, KY*

Approx. 200 Employees  
42 Jobs Supported by Exporting

"Our EXIM policy provides the expertise and the security required by the banking community to finance our international sales growth, and it enables us to make sound financial decisions."

- Kenneth Howell, *CFO*

### Highlights:



Export Credit Insurance was the key to capital and growth; **exporting is now 22% of their sales**



DecoArt created jobs to meet these sales, **expanding their workforce by 35%**



EXIM has insured **\$30 million in export sales** for DecoArt since 2015